



interchecks



FANDUEL

## Interchecks and Visa deliver real-time\* payouts to help make FanDuel a fan favorite



We're constantly striving to offer our customers the best possible experience. With real-time\* payouts from Interchecks enabled by Visa Direct, we delivered.

**Michael Petersen**

VP Payments & Fraud, FanDuel



### Online gaming is booming

Online sports gaming is not only a source of great entertainment but also a thriving industry. The market for online sports gaming is expanding rapidly, outpacing many other commercial gaming segments with its impressive growth in revenue year after year.

So how can gaming companies increase their odds of success in this highly competitive environment? By providing customers with a safe platform, offering fast and easy access to their winnings, and helping them stay active and engaged within their budget, game after game, season after season.

### The key is giving bettors a better payout experience

As the leader in online sports gaming, FanDuel has a long history of putting their customers first. And a big part of that is making sure they provide a superior payout experience. To bring that experience to life, FanDuel sought to create a solution that could deliver consistent reliability and scale. And given the intricacies of the online gaming industry, they needed an innovative partner that had the expertise to navigate complexities related to the industry.

## Enter Interchecks

By implementing Interchecks' Instant Deposit solution enabled by Visa Direct, FanDuel is sharpening their winning edge. Now customers can conveniently use their eligible Visa debit cards to receive funds in real-time\* directly to their bank accounts 24/7/365—including holidays and non-banking hours. It's a game-changing solution that's driving customer preference and creating a competitive advantage.

### Interchecks and Visa: An unbeatable team

Interchecks' Instant Deposit solution is the result of the company's commitment to making the payout experience as seamless and convenient as possible. That's why they turned to Visa.

The Interchecks team partnered with Visa to overcome the fragmentation, complexity and commercialization obstacles that challenged other payout solutions. When comparing Visa Direct to other real-time payout providers, Visa Direct was the clear winner given its ubiquity and ability to reach billions of cards. Dylan Massey, Interchecks Co-Founder and CEO, stated that, "other real-time networks are not as comprehensive as Visa Direct...approving 98% of our gaming payouts, whereas other real-time networks are still in the 60s or 70s." With Visa Direct, they were able to build a payout solution that not only meets customer needs, but has the scale and security required by large gaming operators like FanDuel. No wonder Massey rates their relationship with Visa a "10 out of 10".



Uptake for real-time\* payouts among our customers has been well beyond expectations. Proof that we've got a winning solution with Interchecks and Visa Direct.

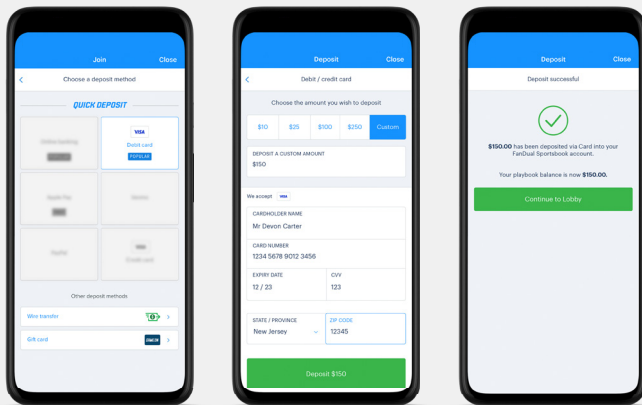
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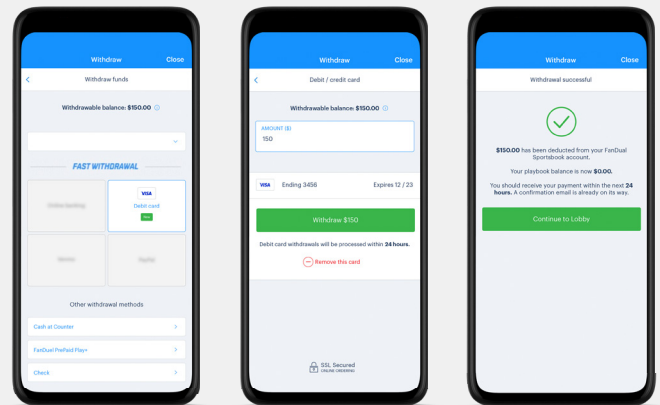
## How it works

### Add funds using Visa Direct



FanDuel customers may conveniently and securely add funds to their FanDuel accounts using their Visa debit cards

### Withdraw funds using Visa Direct



Intercheck's Instant Deposit solution, enabled by Visa Direct, allows FanDuel customers to receive funds in real-time\* via their debit cards, 24/7/365

The user experience and data fields presented on these screens are for illustrative purposes only and should not be relied upon as an accurate representation of the user experience or actual Visa data.

\* Actual fund availability depends on receiving financial institution and region.



## Real results. Real fast

FanDuel's launch of real-time\* payouts quickly generated high levels of customer adoption and engagement. All while increasing their ability to acquire first-time players who can be assured that online sports gaming is both fun and safe.

## Tomorrow is a whole new ballgame

The success of Instant Deposit enabled by Visa's network coverage and connectivity has not only fostered a strong partnership between FanDuel and Interchecks, it's resulted in expansion to other lines of business. "Visa's industry expertise and knowledge," according to Steve Wade, Interchecks Chief Growth Officer, "coupled with Interchecks' ability to quickly customize its solution, created a market-leading offering."

As that relationship continues to thrive, Interchecks is well-positioned to apply their capabilities and experience to benefit other gaming operators—even adapting their solution to support new use cases beyond sports betting, such as earned wage access. And what advice would Interchecks extend to other gaming operators? "If you're not offering real time payments, you're not being competitive in the market. You are going to fall behind and your customer experience is not going to be sticky in the long run," says Bob Chevlin, Interchecks Co-founder and Chief Product Officer.

For its part, Visa will continue to deliver on its promise to connect individuals, businesses and governments through its expertise, global network and innovative solutions like Visa Direct—delivering real-time\* payout experiences that delight customers and scale for providers.

So everyone, everywhere, becomes a winner.



### Learn more

To see how Visa Direct and Interchecks can take your business to the next level, visit our website:

[www.visa.com/visadirect](http://www.visa.com/visadirect)  
[www.interchecks.com](http://www.interchecks.com)

\*Actual fund availability depends on receiving financial institution and region.